



**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

# CONTRACT

<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Product</u> HIGHWAY 31		
<u>Contract Dates</u> 11/30/17 - 12/12/17	<u>Estimate #</u> 6109	
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 11/29/17 / 12/07/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSFA	<u>Account Executive</u> Ryan Eddins	<u>Sales Office</u> HRP-Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Code</u>	<u>Advertiser Code</u> 361	<u>Product 1/2</u> 385
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

**Greer, Margolis, & Mitchell**  
**1010 Wisconsin Ave**  
**Suite 800**  
**Washington, DC 20007**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WSFA	12/03/17	12/10/17	WSFA News Sunday AM	9-930a		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
	Week:	11/27/17	12/03/17	-----1	1			\$75.00				
	Week:	12/04/17	12/10/17	-----1	1			\$75.00				
N 2	WSFA	11/30/17	12/01/17	NBC Today 2	9-10am		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
	Week:	11/27/17	12/03/17	---TF--	2			\$250.00				
N 3	WSFA	11/30/17	12/01/17	NBC Today with Kathie Lee	10-11am		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
	Week:	11/27/17	12/03/17	---TF--	2			\$250.00				
N 4	WSFA	11/30/17	12/01/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
	Week:	11/27/17	12/03/17	---TF--	3			\$75.00				
N 5	WSFA	11/30/17	12/01/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
	Week:	11/27/17	12/03/17	---TF--	3			\$75.00				
N 6	WSFA	11/30/17	12/01/17	WSFA 12 News at Noon	12-1230pm		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
	Week:	11/27/17	12/03/17	---TF--	3			\$250.00				
N 7	WSFA	11/30/17	12/01/17	NET Days of Our Lives	1230-130p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
	Week:	11/27/17	12/03/17	---TF--	1			\$350.00				
N 8	WSFA	11/30/17	12/01/17	RIGHT THIS MINUTES	130-2p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
	Week:	11/27/17	12/03/17	---TF--	2			\$75.00				
N 10	WSFA	11/30/17	12/01/17	JUDGE JUDY 2ND RUN	3-330p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
	Week:	11/27/17	12/03/17	---TF--	3			\$135.00				
N 11	WSFA	11/30/17	12/01/17	Today in Alabama 430am	430-5a		:30			NM	2	\$50.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Contract Dates</u> 11/30/17 - 12/12/17	<u>Product</u> HIGHWAY 31	<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 11/29/17 / 12/07/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				2	\$25.00			
N 12	WSFA	11/30/17	12/01/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
N 13	WSFA	11/30/17	12/01/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$135.00			
N 14	WSFA	11/30/17	12/01/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$175.00			
N 15	WSFA	11/30/17	12/01/17	WSFA 12 News at Five	5-530pm		:30			NM	4	\$1,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$425.00			
N 16	WSFA	11/30/17	12/01/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	4	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$800.00			
N 17	WSFA	12/02/17	12/09/17	WSFA 12 News at Six-Sat	Sa 6-7pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$200.00			
Week:		12/04/17	12/10/17	-----1-				1	\$200.00			
N 18	WSFA	12/03/17	12/10/17	WSFA 12 News at Five-Sun	Su 5-530p		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
N 19	WSFA	11/30/17	12/01/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$350.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	11/27/17-12/03/17	ENTERTAINMENT TONIGHT	630-7p	----ThF----	:30		<del>\$350.00</del>	NM		
	Credited											
N 20	WSFA	11/30/17	12/01/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				4	\$500.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	11/27/17-12/03/17	WSFA 12 News at Ten - MF	10-1035pm	----ThF----	:30		<del>\$500.00</del>	NM		
	Credited											
	3	WSFA	11/27/17-12/03/17	WSFA 12 News at Ten - MF	10-1035pm	----ThF----	:30		<del>\$500.00</del>	NM		
	Credited											
N 21	WSFA	12/02/17	12/09/17	WSFA 12 News at Ten - Sat	10-1030pm		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$350.00			
Week:		12/04/17	12/10/17	-----1-				1	\$350.00			
N 22	WSFA	11/30/17	12/01/17	Today in Alabama 5am	5-530a		:30			NM	3	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				3	\$200.00			
N 23	WSFA	12/03/17	12/10/17	WSFA 12 News at Ten - Sun	10-1030pm		:30			NM	0	\$0.00

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<u>Contract / Revision</u>	<u>Alt Order #</u>
1858711 /	08870837

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
11/30/17 - 12/12/17	HIGHWAY 31	6109

<u>Advertiser</u>	<u>Original Date / Revision</u>
ISS/Highway 31	11/29/17 / 12/07/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount		
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17-----11\$225.00</div></div></div>														
<div><div><div><div><div><div><u>Spot</u></div><div><u>Ch</u></div><div><u>Date Range</u></div><div><u>Description</u></div><div><u>Start/End Time</u></div><div><u>Weekdays</u></div><div><u>Length</u></div><div><u>Rate</u></div><div><u>Type</u></div></div></div></div><div>1WSFA11/27/17-12/03/17WSFA 12 News at Ten - Sun 10-1030pm-----Su:30\$225.00NM</div><div>Credited</div></div></div>														
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/04/1712/10/17-----11\$225.00</div></div></div>														
<div><div><div><div><div><div><u>Spot</u></div><div><u>Ch</u></div><div><u>Date Range</u></div><div><u>Description</u></div><div><u>Start/End Time</u></div><div><u>Weekdays</u></div><div><u>Length</u></div><div><u>Rate</u></div><div><u>Type</u></div></div></div></div><div>2WSFA12/04/17-12/10/17WSFA 12 News at Ten - Sun 10-1030pm-----Su:30\$225.00NM</div><div>Credited</div></div></div>														
N 24	WSFA	12/03/17	12/10/17	Late News	1030p-11P		:30			NM	2	\$450.00		
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17-----11\$225.00</div><div>Week: 12/04/1712/10/17-----11\$225.00</div></div></div>														
N 25	WSFA	11/30/17	12/01/17	Tonight Show	1035-1137pm		:30			NM	2	\$400.00		
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17---TF--3\$200.00</div></div></div>														
<div><div><div><div><div><div><u>Spot</u></div><div><u>Ch</u></div><div><u>Date Range</u></div><div><u>Description</u></div><div><u>Start/End Time</u></div><div><u>Weekdays</u></div><div><u>Length</u></div><div><u>Rate</u></div><div><u>Type</u></div></div></div></div><div>1WSFA11/27/17-12/03/17Tonight Show1035-1137pm----ThF----:30\$200.00NM</div><div>Credited</div></div></div>														
N 26	WSFA	11/30/17	12/01/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	1	\$50.00		
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17---TF--3\$50.00</div></div></div>														
<div><div><div><div><div><div><u>Spot</u></div><div><u>Ch</u></div><div><u>Date Range</u></div><div><u>Description</u></div><div><u>Start/End Time</u></div><div><u>Weekdays</u></div><div><u>Length</u></div><div><u>Rate</u></div><div><u>Type</u></div></div></div></div><div>1WSFA11/27/17-12/03/17Late Night w/ Seth Meyers1137p-1237x----ThF----:30\$50.00NM</div><div>Credited</div><div>3WSFA11/27/17-12/03/17Late Night w/ Seth Meyers1137p-1237x----ThF----:30\$50.00NM</div><div>Credited</div></div></div>														
N 27	WSFA	12/02/17	12/09/17	NET Saturday Night Live	1030p-1203x		:30			NM	2	\$400.00		
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 11/27/1712/03/17-----1-1\$200.00</div><div>Week: 12/04/1712/10/17-----1-1\$200.00</div></div></div>														
N 28	WSFA	12/04/17	12/11/17	the voice	7-9pm		:30			NM	2	\$3,000.00		
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/04/1712/10/171-----1\$1,500.00</div><div>Week: 12/11/1712/17/171-----1\$1,500.00</div></div></div>														
N 29	WSFA	12/05/17	12/12/17	This is Us	8-9pm		:30			NM	0	\$0.00		
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/04/1712/10/17-1-----1\$5,000.00</div></div></div>														
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<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/11/1712/17/17-----0\$0.00</div></div></div>														
N 30	WSFA	12/05/17	12/12/17	Chicago med	9-10pm		:30			NM	1	\$800.00		
<div><div><div><div><div><div><u>Start Date</u></div><div><u>End Date</u></div></div><div><div><u>Weekdays</u></div><div><u>Spots/Week</u></div></div><div><div><u>Rate</u></div></div></div></div><div>Week: 12/04/1712/10/17-1-----1\$800.00</div><div>Week: 12/11/1712/17/17-1-----1\$800.00</div></div></div>														
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<u>Contract Dates</u> 11/30/17 - 12/12/17	<u>Product</u> HIGHWAY 31	<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 11/29/17 / 12/07/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 31	WSFA	12/06/17	12/06/17	the blacklist	658-8pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		12/04/17	12/10/17	--1----	1			\$600.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	12/04/17-12/10/17	the blacklist	658-8pm	---W-----	:30		<del>\$600.00</del>	NM		
	Credited											
N 32	WSFA	12/06/17	12/06/17	LAW & ORDER:SVU	8-9pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		12/04/17	12/10/17	--1----	1			\$600.00				
N 33	WSFA	11/30/17	12/01/17	Today in Alabama 530a	528am-6am		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		11/27/17	12/03/17	---TF--	3			\$250.00				
N 34	WSFA	12/06/17	12/06/17	CHICAGO PD	9-10pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		12/04/17	12/10/17	--1----	1			\$800.00				
N 35	WSFA	12/01/17	12/08/17	BLINDSPOT	658-8pm		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		11/27/17	12/03/17	----1--	1			\$1,000.00				
Week:		12/04/17	12/10/17	----1--	1			\$1,000.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WSFA	12/04/17-12/10/17	BLINDSPOT	658-8pm	-----F----	:30		<del>\$1,000.00</del>	NM		
	Credited											
N 36	WSFA	12/01/17	12/08/17	DATELINE NBC	810pm		:30			NM	1	\$515.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		11/27/17	12/03/17	----1--	1			\$515.00				
Week:		12/04/17	12/10/17	----1--	1			\$515.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WSFA	12/04/17-12/10/17	DATELINE NBC	810pm	-----F----	:30		<del>\$515.00</del>	NM		
	Credited											
N 37	WSFA	12/02/17	12/09/17	DATELINE SAT NIGHT MUY9-10PM			:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		11/27/17	12/03/17	-----1-	1			\$300.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WSFA	11/27/17-12/03/17	DATELINE SAT NIGHT MUY9-10PM		-----Sa--	:30		<del>\$300.00</del>	NM		
	Credited											
Week:		12/04/17	12/10/17	-----1-	1			\$300.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WSFA	12/04/17-12/10/17	DATELINE SAT NIGHT MUY9-10PM		-----Sa--	:30		<del>\$300.00</del>	NM		
	Credited											
N 38	WSFA	11/30/17	11/30/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		11/27/17	12/03/17	---1---	1			\$1,125.00				
N 39	WSFA	12/07/17	12/07/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		12/04/17	12/10/17	---1---	1			\$2,500.00				
N 40	WSFA	12/03/17	12/03/17	NFL Football	Sun 730P-1030P		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		11/27/17	12/03/17	-----1	1			\$1,125.00				

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**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Contract Dates</u> 11/30/17 - 12/12/17	<u>Product</u> HIGHWAY 31	<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 11/29/17 / 12/07/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
N 41	WSFA	12/10/17	12/10/17	NFL Football	Sun 730P-1030P		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-----1				1	\$1,125.00			
N 42	WSFA	11/30/17	12/01/17	Today In Alabama	6a-7a		:30			NM	5	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				5	\$350.00			
N 43	WSFA	11/30/17	12/01/17	NBC Today Show	7-9am		:30			NM	5	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---TF--				5	\$260.00			
N 44	WSFA	12/02/17	12/09/17	NBC Saturday Today Show	6-8am		:30			NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1-				1	\$115.00			
Week:		12/04/17	12/10/17	-----1-				1	\$115.00			
N 45	WSFA	12/03/17	12/10/17	NET NBC Sunday Today Shc	7-8a		:30			NM	2	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$125.00			
Week:		12/04/17	12/10/17	-----1				1	\$125.00			
N 46	WSFA	12/03/17	12/10/17	NET NBC Meet The Press	8-9a		:30			NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----1				1	\$225.00			
Week:		12/04/17	12/10/17	-----1				1	\$225.00			
N 48	WSFA	12/04/17	12/08/17	NBC Today 2	9-10am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				1	\$250.00			
N 49	WSFA	12/04/17	12/08/17	NBC Today with Kathie Lee	10-11am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				1	\$250.00			
N 50	WSFA	12/04/17	12/08/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$75.00			
N 51	WSFA	12/04/17	12/08/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$75.00			
N 52	WSFA	12/04/17	12/08/17	WSFA 12 News at Noon	12-1230pm		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$250.00			
N 53	WSFA	12/04/17	12/08/17	NET Days of Our Lives	1230-130p		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MT-----				1	\$350.00			
N 54	WSFA	12/04/17	12/08/17	RIGHT THIS MINUTES	130-2p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MT-----				2	\$75.00			
N 55	WSFA	12/04/17	12/08/17	HARRY	2-3p		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MT-----				2	\$75.00			
N 56	WSFA	12/04/17	12/08/17	JUDGE JUDY 2ND RUN	3-330p		:30			NM	3	\$405.00

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**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Contract Dates</u> 11/30/17 - 12/12/17	<u>Product</u> HIGHWAY 31	<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 11/29/17 / 12/07/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$135.00			
N 57	WSFA	12/04/17	12/08/17	Today in Alabama 430am	430-5a		:30			NM	2	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$25.00			
N 58	WSFA	12/04/17	12/08/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$135.00			
N 59	WSFA	12/04/17	12/08/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	3	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$135.00			
N 60	WSFA	12/04/17	12/08/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$175.00			
N 61	WSFA	12/04/17	12/08/17	WSFA 12 News at Five	5-530pm		:30			NM	3	\$1,275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$425.00			
N 62	WSFA	12/04/17	12/08/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	3	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTW----				3	\$800.00			
N 63	WSFA	12/04/17	12/08/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MT-----				2	\$350.00			
N 64	WSFA	12/04/17	12/08/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$500.00			
N 65	WSFA	12/04/17	12/08/17	Today in Alabama 5am	5-530a		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$200.00			
N 66	WSFA	12/04/17	12/08/17	Tonight Show	1035-1137pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$200.00			
N 67	WSFA	12/04/17	12/08/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				2	\$50.00			
N 68	WSFA	12/04/17	12/08/17	Today In Alabama	6a-7a		:30			NM	3	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$350.00			
N 69	WSFA	12/04/17	12/08/17	NBC Today Show	7-9am		:30			NM	3	\$780.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$260.00			
N 70	WSFA	12/04/17	12/08/17	Today in Alabama 530a	528am-6am		:30			NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				3	\$250.00			
N 71	WSFA	12/11/17	12/12/17	NBC Today 2	9-10am		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				1	\$250.00			

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<u>Contract / Revision</u>	<u>Alt Order #</u>
1858711 /	08870837

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
11/30/17 - 12/12/17	HIGHWAY 31	6109

<u>Advertiser</u>	<u>Original Date / Revision</u>
ISS/Highway 31	11/29/17 / 12/07/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate					
Start Date	End Date	Weekdays	Spots/Week	Rate																		
N 72	WSFA	12/11/17	12/12/17	NBC Today with Kathie Lee	10-11am		:30			NM	1	\$250.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>MT-----</td><td>1</td><td>\$250.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	MT-----	1	\$250.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	MT-----	1	\$250.00																		
N 73	WSFA	12/11/17	12/12/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$75.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>MT-----</td><td>1</td><td>\$75.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	MT-----	1	\$75.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	MT-----	1	\$75.00																		
N 74	WSFA	12/11/17	12/12/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	\$75.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>MT-----</td><td>1</td><td>\$75.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	MT-----	1	\$75.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	MT-----	1	\$75.00																		
N 75	WSFA	12/11/17	12/12/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$250.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>MT-----</td><td>1</td><td>\$250.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	MT-----	1	\$250.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	MT-----	1	\$250.00																		
N 76	WSFA	12/11/17	12/11/17	WSFA 12 News at Five	5-530pm		:30			NM	1	\$425.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>1-----</td><td>1</td><td>\$425.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	1-----	1	\$425.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	1-----	1	\$425.00																		
N 77	WSFA	12/11/17	12/11/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$800.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>1-----</td><td>1</td><td>\$800.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	1-----	1	\$800.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	1-----	1	\$800.00																		
N 78	WSFA	12/11/17	12/11/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$350.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>1-----</td><td>1</td><td>\$350.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	1-----	1	\$350.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	1-----	1	\$350.00																		
N 79	WSFA	12/11/17	12/11/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$500.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>1-----</td><td>1</td><td>\$500.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	1-----	1	\$500.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	1-----	1	\$500.00																		
N 80	WSFA	12/11/17	12/12/17	Today in Alabama	5-530a		:30			NM	1	\$200.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>MT-----</td><td>1</td><td>\$200.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	MT-----	1	\$200.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	MT-----	1	\$200.00																		
N 81	WSFA	12/11/17	12/11/17	Tonight Show	1035-1137pm		:30			NM	1	\$200.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>1-----</td><td>1</td><td>\$200.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	1-----	1	\$200.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	1-----	1	\$200.00																		
N 82	WSFA	12/11/17	12/11/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	1	\$50.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>1-----</td><td>1</td><td>\$50.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	1-----	1	\$50.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	1-----	1	\$50.00																		
N 83	WSFA	12/11/17	12/12/17	Today In Alabama	6a-7a		:30			NM	2	\$700.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>MT-----</td><td>2</td><td>\$350.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	MT-----	2	\$350.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	MT-----	2	\$350.00																		
N 84	WSFA	12/11/17	12/12/17	NBC Today Show	7-9am		:30			NM	2	\$520.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/11/17</td><td>12/17/17</td><td>MT-----</td><td>2</td><td>\$260.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/11/17	12/17/17	MT-----	2	\$260.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/11/17	12/17/17	MT-----	2	\$260.00																		
N 85	WSFA	11/30/17	12/03/17	HARRY	2-3p		:30			NM	2	\$150.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 11/27/17</td><td>12/03/17</td><td>---TF--</td><td>2</td><td>\$75.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 11/27/17	12/03/17	---TF--	2	\$75.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 11/27/17	12/03/17	---TF--	2	\$75.00																		
N 86	WSFA	12/04/17	12/08/17	NET Early Today ON	4-430x		:30			NM	2	\$30.00										
<table><tr><th>Start Date</th><th>End Date</th><th>Weekdays</th><th>Spots/Week</th><th>Rate</th></tr><tr><td>Week: 12/04/17</td><td>12/10/17</td><td>MTWT---</td><td>2</td><td>\$15.00</td></tr></table>													Start Date	End Date	Weekdays	Spots/Week	Rate	Week: 12/04/17	12/10/17	MTWT---	2	\$15.00
Start Date	End Date	Weekdays	Spots/Week	Rate																		
Week: 12/04/17	12/10/17	MTWT---	2	\$15.00																		
N 87	WSFA	12/11/17	12/12/17	NET Early Today ON	4-430x		:30			NM	2	\$30.00										

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

<u>Contract / Revision</u>	<u>Alt Order #</u>
1858711 /	08870837

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
11/30/17 - 12/12/17	HIGHWAY 31	6109

<u>Advertiser</u>	<u>Original Date / Revision</u>
ISS/Highway 31	11/29/17 / 12/07/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	MT-----				2	\$15.00			
N 88	WSFA	12/07/17	12/07/17	NET NFL Thursday Game	720-1030p		:30			NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---T---				1	\$2,500.00			
N 89	WSFA	12/07/17	12/07/17	NET NFL Thursday Pre-Gam	630-730p		:30			NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---T---				1	\$400.00			
N 90	WSFA	12/06/17	12/06/17	Wednesday Hour 2	8-9pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	--W----				2	\$600.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		2	WSFA	12/04/17-12/10/17	Wednesday Hour 2	8-9pm	---W-----	:30	\$600.00	NM		
		Credited										
N 91	WSFA	12/09/17	12/09/17	Saturday Hour 3	9-10PM		:30			NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-----S-				2	\$225.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		1	WSFA	12/04/17-12/10/17	Saturday Hour 3	9-10PM	-----Sa--	:30	\$225.00	NM		
		Credited										
N 92	WSFA	12/04/17	12/10/17	Today In Alabama	6a-7a		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	MTWTF--				1	\$350.00			
N 93	WSFA	11/30/17	11/30/17	NET NFL Thursday Pre-Gam	630-730p		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	---T---				1	\$500.00			
N 94	WSFA	12/04/17	12/10/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	---TF--				2	\$800.00			
N 95	WSFA	12/02/17	12/02/17	Saturday Hour 3	9-10PM		:30			NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----S-				1	\$300.00			
N 96	WSFA	12/04/17	12/04/17	Monday Hour 3	9-10pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	M-----				1	\$600.00			
N 97	WSFA	12/03/17	12/03/17	NFL Football	Sun720p-1030p		:30			NM	1	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	-----S				1	\$1,125.00			
N 98	WSFA	12/04/17	12/04/17	the voice	7-9pm		:30			NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	M-----				1	\$1,500.00			
N 99	WSFA	12/05/17	12/05/17	The Voice	658-8pm		:30			NM	1	\$1,350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-T-----				1	\$1,350.00			
N 100	WSFA	12/01/17	12/01/17	dateline nbc	8-10pm		:30			NM	1	\$515.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	----F--				1	\$515.00			

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**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

<u>Contract / Revision</u> 1858711 /		<u>Alt Order #</u> 08870837
<u>Contract Dates</u> 11/30/17 - 12/12/17	<u>Product</u> HIGHWAY 31	<u>Estimate #</u> 6109
<u>Advertiser</u> ISS/Highway 31		<u>Original Date / Revision</u> 11/29/17 / 12/07/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
N 101	WSFA	12/01/17	12/01/17	dateline nbc	8-10pm		:30			NM	1	\$510.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/27/17	12/03/17	----F--				1	\$510.00			
N 102	WSFA	12/05/17	12/10/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-TWTF--				1	\$800.00			
N 103	WSFA	12/09/17	12/09/17	ET WEEKEND	1203-103x		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-----S-				1	\$25.00			
N 104	WSFA	12/11/17	12/11/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/11/17	12/17/17	M-----				1	\$800.00			
N 105	WSFA	12/08/17	12/08/17	AHSAA Football	7p-10p		:30			NM	3	\$1,515.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	----F--				3	\$505.00			
N 106	WSFA	12/09/17	12/09/17	dateline sat night myste	8-9PM		:30			NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		12/04/17	12/10/17	-----S-				1	\$300.00			
<b>Totals</b>											<b>187</b>	<b>\$65,475.00</b>

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
11/27/17 - 12/12/17	187	\$65,475.00	(\$9,821.25)	\$55,653.75
<b>Totals</b>	<b>187</b>	<b>\$65,475.00</b>	<b>(\$9,821.25)</b>	<b>\$55,653.75</b>

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680  
\$\$\$ MOD# 5: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM STATION DEC7/17 11.27  
\*\*\* CHANGES \*\*\* \*\* WSFA-TV \*\*\*

ADV # ADV. NAME ISS/HIGHWAY 31 REP.# OFF.# SALESMAN #  
AGY # AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE  
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)  
WASHINGTON, DC 20007

ORDER # CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL  
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES NOV30/17 DEC12/17 WK-2

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE DEC7/17 11.27

STA: \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
CON CM HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P  
NO BUYS TO PRINT  
STATION MAKEGOOD OFFERS:  
M8 UNRESL BUY#38 MISSED:SAT/900P-1000P DEC9 30S \$300.00 (DEC7/17)  
OFFER:SAT/800P-900P DEC9 30S \$300.00 PLS ADVISE.  
CMT:DATELINE SAT NIGHT MYSTERY WILL AIR 8-9P. PLEASE CONFIRM. THANKS,  
CMT:DENICE

DEC/17 65475.00 CONTRACT TOTAL 65475.00  
TOTAL SPOTS 187

MARKET TOTALS \$159,939 WSFA 41% WNCN 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%

ACCURATE SHARES  
SVC- NSI  
DEMOS- RA35+\*

REP HEADLINE# 8870837 TRF# 1858711  
\$\$\$ MOD# 5: UNAPPROVED REV #1 \$\$\$  
REP: TEL# 703-528-9387 FAX# 703-516-9680  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM REP DEC7/17 11.35  
\*\*\*CHANGES\*\*\* \*\* WSFA-TV \*\*\*

ADV #	ADV. NAME	ISS/HIGHWAY 31	REP. #	OFF. #	SALESMAN #
AGY #	AGY. NAME	WATERFRONT STRATEGIES	BUYER NAME	JESSE DEMASTRIE	
		3050 K STREET NW - SUITE 100	SALES PRSN	WA- RYAN EDDINS (H)	
		WASHINGTON, DC 20007			

ORDER # \_\_\_\_\_ CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL

PRDCT	HIGHWAY 31	EST#6109	COMMENTS: (LINE, ORDER, INVOICE)
-------	------------	----------	----------------------------------

FLIGHT DATES NOV30/17 WK-2  
DEC12/17 WK-2

CITY TAX	STATE TAX	CO-OP BILLING NEEDED	DATE	DEC7/17	11.35
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REP: REVISED ORDER  
M8 OKD AS LINE 106  
TTL SAME, \$65,475  
PLS CONFIRM  
THANKS JASMINE FOR RYAN

STA:

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P

:LINE#:REP	:CD:	TIME PERIOD	:LGTH:	SEC	:	RATE	:	START	:	END	:	SPTS:	WEEK	:	DAYS	:	TOTL:
:	:LINE#:	:	:	:	:	:	:	DATE	:	DATE	:	/WK:	INVT	:	:	:	SPTS:
AGENCY ADVERTISER CODE = 361 AGENCY PRODUCT CODE = 385 AGENCY EST# = 6109																	
38	S	900P-1000P	30			\$300.00		12/2		12/2		0	✓		SAT		0
38	S	900P-1000P	30			\$300.00		12/9		12/9		0	✓		SAT		0
PROGRAM : DATELINE SAT MYSTERY CON COM1: DATELINE SAT MYSTERY																	

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680  
\$\$\$ MOD# 5: UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM REP DEC7/17 11.35  
\*\*\* CHANGES\*\*\* \*\* WSFA-TV \*\*\*

:LINE#	REP	:CD	TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS/WK	:WEEK INVT	:DAYS	:TOTL SPTS
106	A		800P-900P	30		\$300.00	12/9	12/9	1		SAT	1
PROGRAM : DATELINE SAT MYSTERY												
ORD COM1: DATELINE SAT NIGHT MYSTERY WILL AIR 8-9P. PLEASE CONFIRM. THANKS,												
ORD COM2: DENICE												
THIS IS A MAKE-GOOD FOR DEC9 ON LINE-38 FOR 1 SPOT/WK												
STATION MAKEGOOD OFFERS:												
M8	OK'D		BUY#38				DEC9		30S	\$300.00	(DEC7/17)	
							DEC9		30S	\$300.00	PLS ADVISE.	
CMT:DATELINE SAT NIGHT MYSTERY WILL AIR 8-9P. PLEASE CONFIRM. THANKS,												
CMT:DENICE												

DEC/17 65475.00 CONTRACT TOTAL 65475.00  
TOTAL SPOTS 187

MARKET TOTALS \$159,939 WSFA 41% WNCF 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%  
ESFA 0% EAKA 0%

ACCURATE SHARES

SVC- NSI  
DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE

REP HEADLINE# 8870837 TRF# 1858711 REP: TEL# 703-528-9387 FAX# 703-516-9680  
\$\$\$ MOD# 5: APPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM STATION DEC7/17 11.43  
\*\*\* WSFA-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME ISS/HIGHWAY 31 REP. # \_\_\_\_\_ OFF. # \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
AGY # \_\_\_\_\_ AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE  
3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)  
WASHINGTON, DC 20007

ORDER # \_\_\_\_\_ CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL  
PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES NOV30/17 DEC12/17 WK-2

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE DEC7/17 11.43

REP: REVISED ORDER  
M8 OKD AS LINE 106  
TTL SAME, \$65,475  
PLS CONFIRM  
THANKS JASMINE FOR RYAN

STA:

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P  
NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION  
M8 OK'D BUY#38 MISSED: SAT/900P-1000P DEC9 30S \$300.00 (DEC7/17)  
OFFER: SAT/800P-900P DEC9 30S \$300.00 PLS ADVISE.  
CMT: DATELINE SAT NIGHT MYSTERY WILL AIR 8-9P. PLEASE CONFIRM. THANKS,  
CMT: DENICE

CONTRACT TOTAL 65475.00  
TOTAL SPOTS 187